

FIG. 1

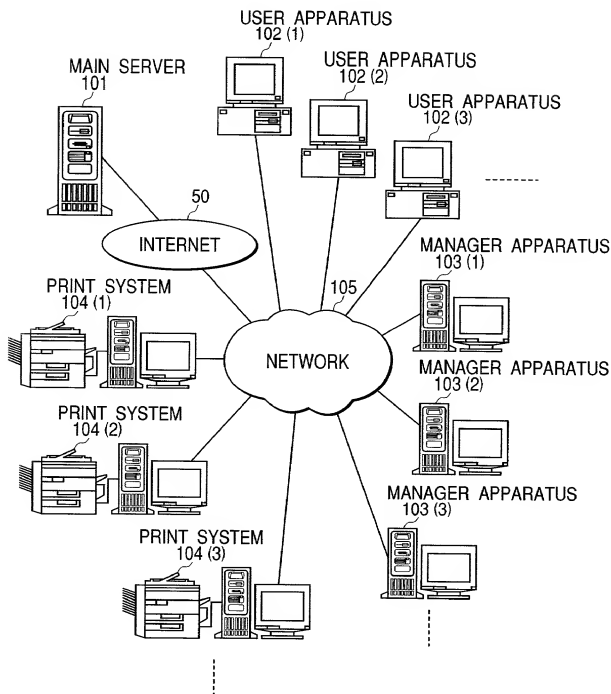


FIG. 2

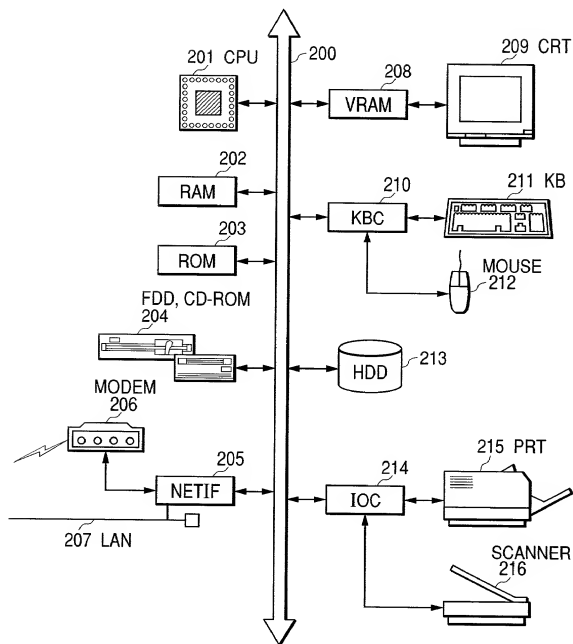


FIG. 3

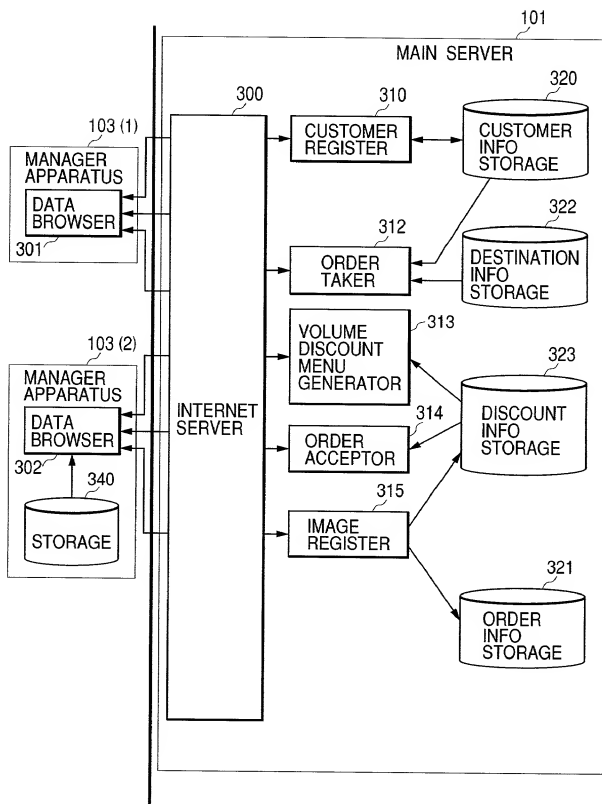


FIG. 4

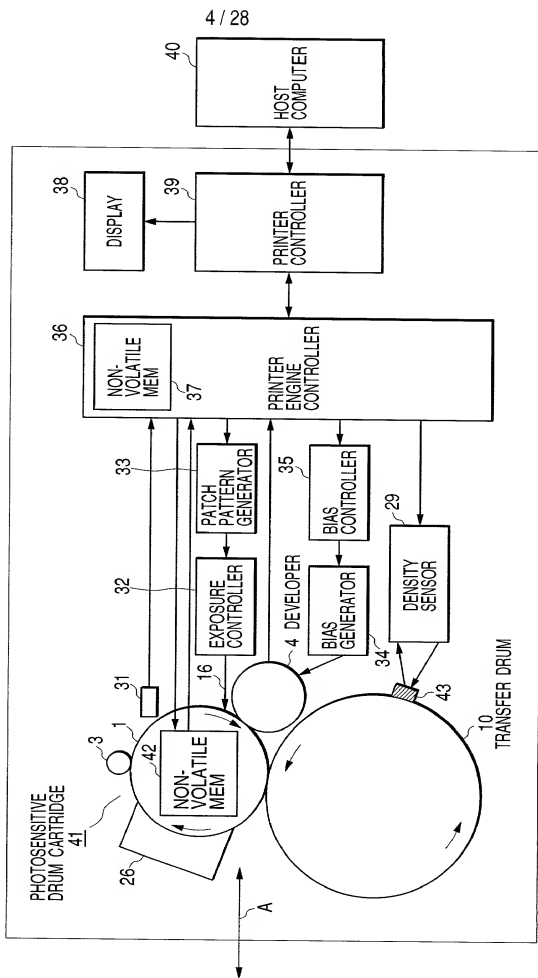
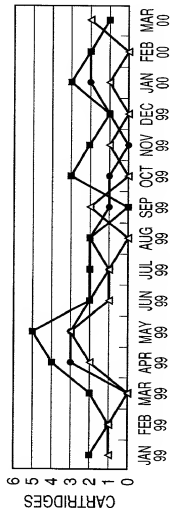


FIG. 5

NO. OF TONER CARTRIDGES REPLACED IN YOUR PRINTERS JAN/99—MAR/00

	JAN99	FEB99	MAR99	APR99	MAY99	JUN99	JUL99	AUG99	SEP99	OCT99	NOV99	DEC99	JAN00	FEB00	MAR00	TOTAL	MONTHLY ON AVERAGE
LBP-MODEL TYPE A	2	1	0	3	3	2	1	2	1	1	0	1	2	2	2	23	1.53
LBP-MODEL TYPE B	2	1	2	4	5	2	2	2	0	3	2	1	3	2	1	32	2.13
LBP-MODEL TYPE C	1	1	0	2	3	1	1	0	2	0	1	0	1	0	2	15	1.00

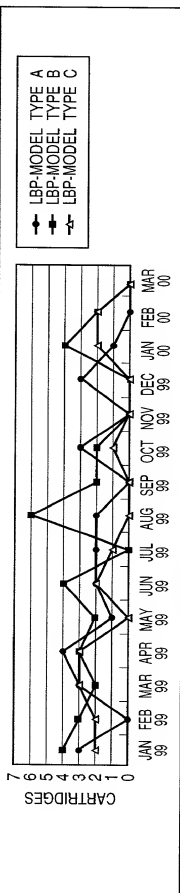


	TOTAL	MONTHLY ON AVERAGE
LBP-MODEL TYPE A	23	1.53
LBP-MODEL TYPE B	32	2.13
LBP-MODEL TYPE C	15	1.00

FIG. 6

NO. OF TONER CARTRIDGES PURCHASED FOR YOUR PRINTERS JAN/99 - MAR/00

	JAN99	FEB99	MAR99	APR99	MAY99	JUN99	JUL99	AUG99	SEP99	OCT99	NOV99	DEC99	JAN00	FEB00	MAR00	TOTAL	MONTHLY ON AVERAGE
LBP-MODEL TYPE A	3	0	3	4	1	2	2	2	0	3	0	3	1	0	0	24	1.60
LBP-MODEL TYPE B	4	3	2	3	2	4	0	5	2	2	0	0	4	2	0	34	2.27
LBP-MODEL TYPE C	2	2	3	3	0	2	1	0	0	1	0	0	2	2	0	18	1.20



NO. OF TONER CARTRIDGES NOW IN STOCK (APRIL 2, 2000)

CARTRIDGES IN STOCK	
LBP-MODEL TYPE A	1
LBP-MODEL TYPE B	2
LBP-MODEL TYPE C	3

FIG. 7

PLEASE SELECT CONDITION (S) TO ESTIMATE NO. OF TONER CARTRIDGES FOR FUTURE USE.

■ TERM

THIS MONTH	▼
3 MONTHS FROM NOW	
6 MONTHS FROM NOW	
9 MONTHS FROM NOW	

■ ESTIMATE FROM

NO. OF CARTRIDGES USED MONTHLY ON AVERAGE	▼
NO. OF CARTRIDGES USED IN SAME MONTH LAST YEAR	

BT11

ESTIMATE

A

ESTIMATION IS AS FOLLOWS. PLEASE SELECT OTHER CONDITION (S) FOR ANOTHER ESTIMATION.

	NO. OF CARTRIDGES IN STOCK		APR00	MAY00	JUN00	JUL00	AUG00	SEP00
	1	2	3	1.0	2.0	3.0	4.0	5.0
LBP-MODEL TYPE A	1	-2.0	-5.0	-7.0	-8.0	-10.0	-11.0	-11.0
LBP-MODEL TYPE B	2	-2.0	-7.0	-9.0	-11.0	-13.0	-13.0	-13.0
LBP-MODEL TYPE C	3	1.0	-2.0	-3.0	-4.0	-4.0	-6.0	-6.0

B

BT2
RETURN

BT3
EXIT

TONER CARTRIDGES WITH BE IN SHORT IN THIS MONTH FOR TYPE A AND TYPE B.
PLEASE PURCHASE NOW.

FIG. 8

DISCOUNT MENU

A DISCOUNT RATE ON NO.-OF-CARTRIDGES-PURCHASED BASIS (MODEL BY MODEL).

NO. OF CARTRIDGES PURCHASED (TYPE A)	DISCOUNT RATE	UNIT PRICE
0-19	0%	¥8,000
20	2%	¥7,840
30	5%	¥7,600
50	10%	¥7,200
100	15%	¥6,800
X	20%	¥6,400

NO. OF CARTRIDGES PURCHASED (TYPE B)	DISCOUNT RATE	UNIT PRICE
0-19	0%	¥5,000
20	1%	¥4,950
30	3%	¥4,850
50	5%	¥4,750
100	10%	¥4,500
X	15%	¥4,250

NO. OF CARTRIDGES PURCHASED (TYPE C)	DISCOUNT RATE	UNIT PRICE
0-19	0%	¥10,000
20	3%	¥9,700
30	7%	¥9,300
50	12%	¥8,800
100	17%	¥8,300
X	20%	¥8,000

B DISCOUNT RATE ON NO.-OF-TOTAL-CARTRIDGES-PURCHASED BASIS (ALL MODELS).

NO. OF TOTAL CARTRIDGES PURCHASED (TYPES A,B,C)	DISCOUNT RATE
0-20N-1	0%
20N	1%
30N	3%
50N	5%

 $1 \leq N \leq 100$

NO. OF TOTAL CARTRIDGES PURCHASED (TYPES A,B,C)	DISCOUNT RATE
0-20N-1	0%
20N	2%
30N	4%
50N	6%

 $101 \leq N \leq 500$

NO. OF TOTAL CARTRIDGES PURCHASED (TYPES A,B,C)	DISCOUNT RATE
0-20N-1	0%
20N	3%
30N	5%
50N	7%

 $501 \leq N$

FIG. 9

C DISCOUNT RATE ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS (MODEL BY MODEL).

NO. OF CARTRIDGES FOR PURCHASE (TYPE A)	DISCOUNT RATE	UNIT PRICE
1-5	0%	¥8,000
6-10	2%	¥7,840
11-20	5%	¥7,600
21-	10%	¥7,200

NO. OF CARTRIDGES FOR PURCHASE (TYPE B)	DISCOUNT RATE	UNIT PRICE
1-5	0%	¥5,000
6-10	1%	¥4,950
11-20	3%	¥4,850
21-	5%	¥4,750

NO. OF CARTRIDGES FOR PURCHASE (TYPE C)	DISCOUNT RATE	UNIT PRICE
1-5	0%	¥10,000
6-10	3%	¥9,700
11-20	7%	¥9,300
21-	12%	¥8,800

D DISCOUNT RATE ON NO.-OF-CARTRIDGE-FOR-PURCHASE BASIS (ALL MODELS).

NO. OF TOTAL CARTRIDGES FOR PURCHASE (TYPES A,B,C)	DISCOUNT RATE
0-6N-1	0%
6N	1%
11N	3%
21N	5%

1 ≤ N ≤ 100

NO. OF TOTAL CARTRIDGES FOR PURCHASE (TYPES A,B,C)	DISCOUNT RATE
0-6N-1	0%
6N	2%
11N	4%
21N	6%

101 ≤ N ≤ 500

NO. OF TOTAL CARTRIDGES FOR PURCHASE (TYPES A,B,C)	DISCOUNT RATE
0-6N-1	0%
6N	3%
11N	5%
21N	7%

501 ≤ N

E DISCOUNT RATE ON NO.-OF-CARTRIDGES-COLLECTED BASIS.

NO. OF TOTAL CARTRIDGES COLLECTED	DISCOUNT RATE
0-50	0%
51	1%
101	3%
301	5%

FIG. 10

DISCOUNT MENU

A PLEASE ENTER NO. OF CARTRIDGES FOR PURCHASE MODEL BY MODEL.

■ TYPE A ■ TYPE B ■ TYPE C

5 10 3 ESTIMATE BT11

B ESTIMATON WITHOUT DISCOUNT

ITEM	UNIT PRICE	UNIT	PRICE
TYPE A	¥8,000	5	¥40,000
TYPE B	¥5,000	10	¥50,000
TYPE C	¥10,000	3	¥30,000
TOTAL			¥120,000

ESTIMATON WITH DISCOUNT

ITEM	UNIT PRICE	UNIT	PRICE WITH DISCOUNT	PRICE WITH DISCOUNT
TYPE A	¥8,000	5	¥8,000	¥40,000
TYPE B	¥5,000	10	¥4,950	¥49,500
TYPE C	¥10,000	3	¥10,000	¥30,000
TOTAL			¥120,000	¥119,500

TYPE A/B/C TOTAL	18	¥120,000	¥118,800
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FOR DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS,
PLEASE CLICK "ESTIMATE".

DETAIL BT12

RETURN BT13

BT14

ESTIMATE

BT15

EXIT

FIG. 11

C ■ "DETAIL" CLICKED

NO. OF CARTRIDGES FOR PURCHASE (TYPE A)	DISCOUNT RATE	UNIT PRICE
1-5	0%	¥8,000
6-10	2%	¥7,840
11-20	5%	¥7,600
21-	10%	¥7,200

NO. OF CARTRIDGES FOR PURCHASE (TYPE B)	DISCOUNT RATE	UNIT PRICE
1-5	0%	¥5,000
6-10	1%	¥4,950
11-20	3%	¥4,850
21-	5%	¥4,750

NO. OF CARTRIDGES FOR PURCHASE (TYPE C)	DISCOUNT RATE	UNIT PRICE
1-5	0%	¥10,000
6-10	3%	¥9,700
11-20	7%	¥9,300
21-	12%	¥8,800

BASE	NO. OF PRINTERS	NO. OF CARTRIDGES FOR PURCHASE (TYPE A,B,C)	DISCOUNT RATE
0-6N-1	<3	0-17	0%
6N	<3	18	1%
11N	<3	33	3%
21N-	<3	63	5%

I

II

YOU CAN SELECT
TYPE I OR TYPE II

BT16



FIG. 12

■ "ESTIMATE" CLICKED

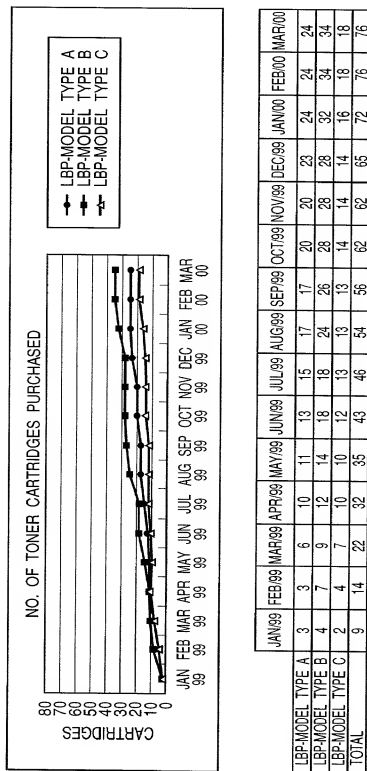


FIG. 13

DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS

	UNIT PRICE	NO. OF CARTRIDGES PURCHASED	DISCOUNT RATE
TYPE A	¥8,000	24	2%
TYPE B	¥5,000	34	3%
TYPE C	¥10,000	18	0%
TYPE A/B/C TOTAL		76	1%

DETAIL BT17

DISCOUNT ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS AND ON NO.-OF-CARTRIDGES-PURCHASED BASIS.

ITEM	UNIT PRICE	UNIT	FOR PURCHASE			PURCHASED		
			UNIT PRICE	PRICE	UNIT PRICE	UNIT PRICE	PRICE	PRICE
TYPE A	¥8,000	5	¥8,000	¥40,000	¥40,000	¥7,840	¥39,200	
TYPE B	¥5,000	10	¥4,950	¥49,500	¥49,500	¥4,802	¥48,015	
TYPE C	¥10,000	3	¥30,000	¥30,000	¥30,000	¥10,000	¥30,000	
TOTAL			¥120,000	¥119,500			¥117,215	
TYPE A/B/C TOTAL (1) *	18		¥120,000	¥118,800			¥117,612	
TYPE A/B/C TOTAL (2) **	18		¥120,000	¥119,500			¥118,305	

* "TYPE A/B/C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS AND

"TYPE A/B/C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS.

** "TYPE A OR B OR C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-FOR-PURCHASE BASIS AND

"TYPE A/B/C TOTAL" FOR DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS.

APPLY DISCOUNT ON NO.-OF-CARTRIDGES-PURCHASED BASIS FOR FINAL ESTIMATION ?

■ TYPE A

YES	↓	
NO		

■ TYPE B

YES	↓	
NO		

■ TYPE C

YES	↓	
NO		

■ TYPE A/B/C TOTAL

YES	↓	
NO		

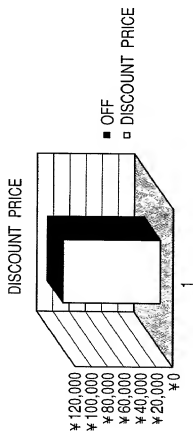
BT18

ESTIMATE

FIG. 14

ESTIMATION IS AS FOLLOW

DISCOUNT PRICE	¥117,215
STANDARD PRICE	¥120,000
OFF	¥2,785



BT19 BT20 BT21

SET CONDITION

HOME

EXIT

FIG. 15

■ "DETAIL" CLICKED

- A) DISCOUNT ON NO.-OF-CARTRIDGES-
PURCHASED BASIS (MODEL BY MODEL)

TYPE A	DISCOUNT RATE	PRICE
0-19	0%	¥8,000
20	2%	¥7,840
30	5%	¥7,600
50	10%	¥7,200
100	15%	¥6,800
X	20%	¥6,400

TYPE B	DISCOUNT RATE	PRICE
0-19	0%	¥5,000
20	1%	¥4,950
30	3%	¥4,850
50	5%	¥4,750
100	10%	¥4,500
X	15%	¥4,250

TYPE C	DISCOUNT RATE	PRICE
0-19	0%	¥10,000
20	3%	¥9,700
30	7%	¥9,300
50	12%	¥8,800
100	17%	¥8,300
X	20%	¥8,000

- B) DISCOUNT ON NO.-OF-CARTRIDGES-
PURCHASED BASIS (ALL MODELS)

NO. OF TOTAL CARTRIDGES PURCHASED	DISCOUNT RATE
0-20N-1	0%
20N	1%
30N	3%
50N	5%

1 ≤ N ≤ 100

NO. OF TOTAL CARTRIDGES PURCHASED	DISCOUNT RATE
0-20N-1	0%
20N	2%
30N	4%
50N	6%

101 ≤ N ≤ 500

NO. OF TOTAL CARTRIDGES PURCHASED	DISCOUNT RATE
0-20N-1	0%
20N	3%
30N	5%
50N	7%

501 ≤ N

BT22



FIG. 16

PLEASE ENTER NO. OF CARTRIDGES FOR PURCHASE MODEL BY MODEL.

■ TYPE A ■ TYPE B ■ TYPE C

5

10

3

ESTIMATE BT23

ESTIMATION WITHOUT DISCOUNT

ITEM	UNIT PRICE	UNIT	PRICE
TYPE A	¥8,000	5	¥40,000
TYPE B	¥5,000	10	¥50,000
TYPE C	¥10,000	3	¥30,000
TOTAL			¥120,000

FOR ESTIMATION WITH DISCOUNT, CLICK "ESTIMATE"

ESTIMATE BT24

RECOMMENDED PURCHASE IS

◎ TYPE A X6, TYPE B X11, TYPE C X6

ITEM	UNIT PRICE	UNIT	PRICE	DISCOUNT UNIT PRICE	DISCOUNT PRICE
TYPE A	¥8,000	6	¥48,000	¥7,840	¥47,040
TYPE B	¥5,000	11	¥55,000	¥4,850	¥53,350
TYPE C	¥10,000	6	¥60,000	¥9,700	¥58,200
TOTAL			¥163,000		¥158,590

SET CONDITION BT25
EXIT BT26

FIG. 17

SET CONDITION

■ MAX PRICE

¥200,000	↕
----------	---

■ MIN NO. OF CARTRIDGES FOR PURCHASE

• TYPE A

3	UNITS ▼
NONE	

• TYPE B

3	UNITS ▼
NONE	

• TYPE C

3	UNITS ▼
NONE	

■ MAX NO. OF CARTRIDGES FOR PURCHASE

• TYPE A

8	UNITS ▼
NONE	

• TYPE B

10	UNITS ▼
NONE	

• TYPE C

6	UNITS ▼
NONE	

■ APPLY DISCOUNT ON NO.-OF-CARTRIDGES-
PURCHASED BASIS ?

• TYPE A

YES ▼
NO

• TYPE B

YES ▼
NO

• TYPE C

YES ▼
NO

• TYPE A/B/C
TOTAL

YES ▼
NO

■ APPLY DISCOUNT ON NO.-OF-
CARTRIDGES-COLLECTED BASIS ?

• TYPE A

YES ▼
NO

ESTIMATE

BT27

FIG. 18

RECOMMENDED PURCHASE IS

☐ TYPE A×6, TYPE B×6, TYPE C×6

ITEM	UNIT PRICE	UNIT	PRICE	DISCOUNT PRICE	DISCOUNT UNIT PRICE
TYPE A	¥8,000	6	¥48,000	¥7,840	¥47,040
TYPE B	¥5,000	6	¥30,000	¥4,950	¥29,700
TYPE C	¥10,000	6	¥60,000	¥9,700	¥58,200
TOTAL			¥138,000		¥134,940

BT28 BT29

SET CONDITION EXIT

FIG. 19

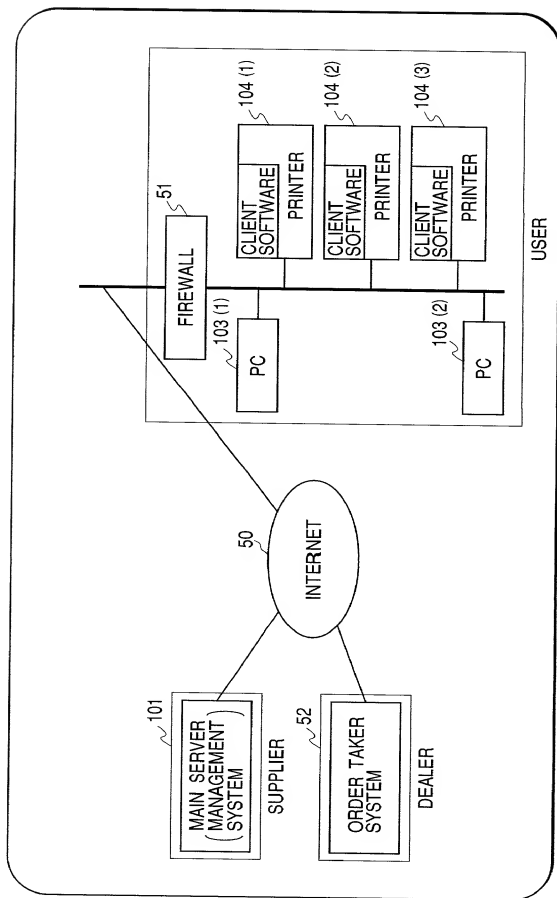


FIG. 20A

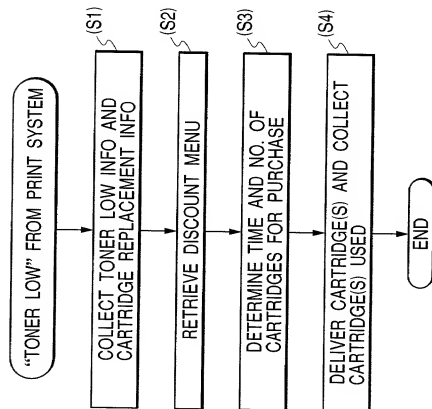


FIG. 20B

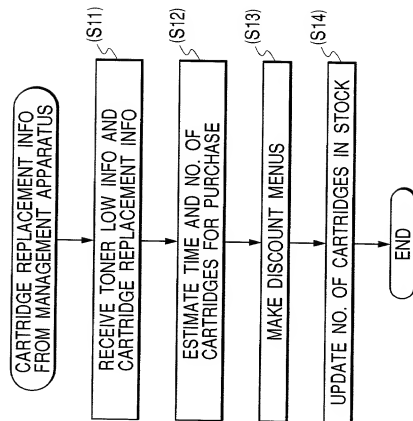


FIG. 21

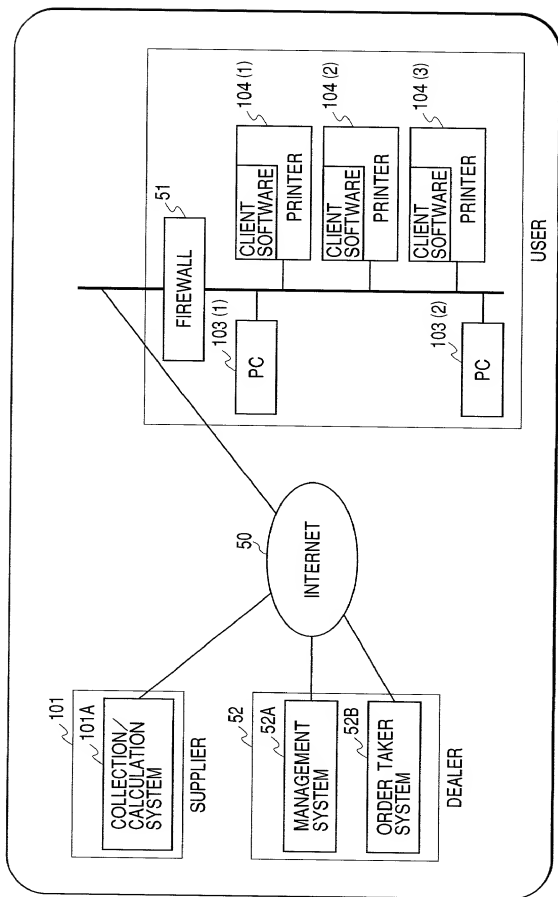


FIG. 22

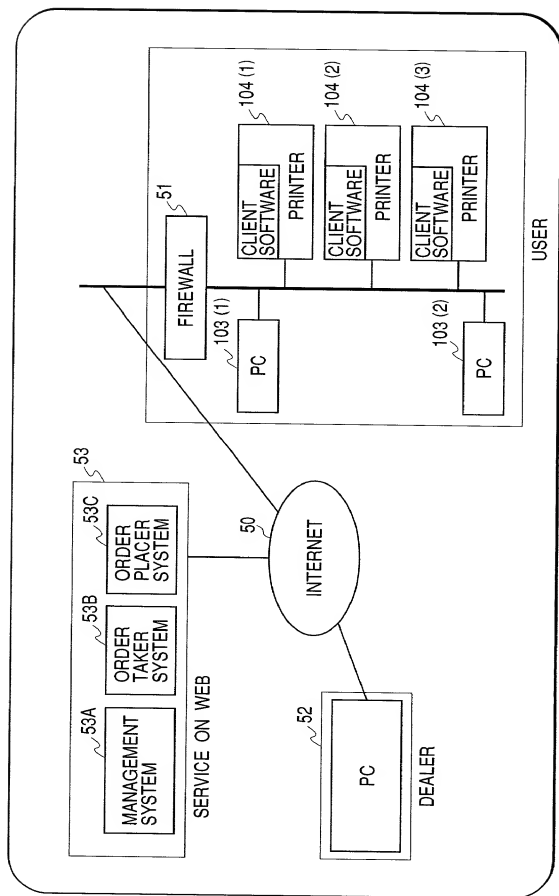


FIG. 23

■ NO. OF CARTRIDGES PURCHASED—NO. OF CARTRIDGES REPLACED.

	JAN99	FEB99	MAR99	APR99	MAY99	JUN99	JUL99	AUG99	SEP99	OCT99	NOV99	DEC99	JAN00	FEB00	MAR00
LBP-MODEL TYPE A	1	0	3	4	2	2	3	3	2	4	4	6	5	3	—4
LBP-MODEL TYPE B	2	4	4	3	0	2	0	4	6	5	3	2	3	3	2
LBP-MODEL TYPE C	1	2	5	6	3	4	4	4	2	3	2	2	3	5	3

PLEASE ENTER NO. OF TYPE A CARTRIDGES NOW IN STOCK.

BT30

BT32

FIG. 24

YOU CAN GET DISCOUNT MENU EVERY MONTH. PLEASE ENTER DESIRED DATE AND TIME.

■ DATE

DAY OF	3	▼
BEGINNING		
END		

■ TIME

8:00	▼
9:00	
10:00	
11:00	
12:00	
13:00	
14:00	
15:00	
16:00	
17:00	
18:00	
19:00	
20:00	
21:00	
22:00	
23:00	

BT33



FIG. 25

MEMORY MAP OF MEM MEDIUM (FD/CD-ROM)

DIRECTORY
FIRST DATA PROCESSING PROGRAM PROGRAM CODES FOR FLOWCHART OF FIG.20

09851560-051001

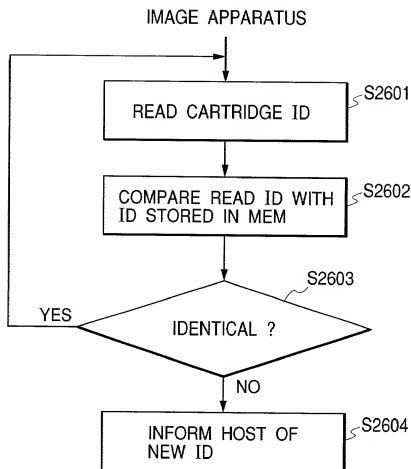
FIG. 26

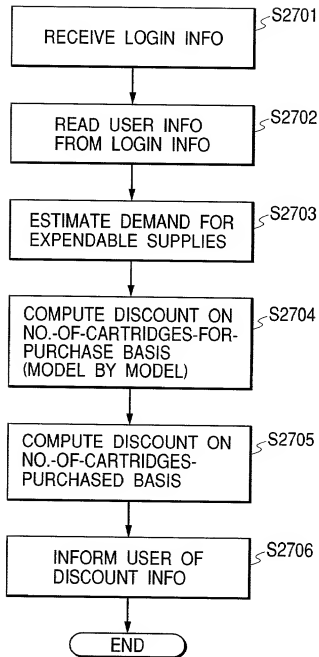
FIG. 27

FIG. 28

DEAR ABC ~ 2801
 CUSTOMER ID : xxx MONTH__ DAY__, 20xx

2802 ITEM	2803 UNIT	2804 PRICE	2811 DISCOUNT
ABCDEF	3	xxxxxx	xx

2805
DISPLAY PRICE

2806
PURCHASE

2807
CANCEL

2808
ESTIMATE DEMAND

2809
DISCOUNT MENU

2810
SET